

# WAR ON POVERTY

## OTT'S HOT SHOTS

SATIRE HUMOR WIT FACTS HOPES

TRUTH

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By  
**EDWARD AMHERST OTT**

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or The Haunted House.

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Byron, N. Y.

# **HOT SHOTS**

## **In the War On Poverty**

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BY  
**EDWARD AMHERST OTT**

Published by  
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Byron, N. Y.

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# Hot Shots By Ott

## INTRODUCTION

It is probably not too optimistic to say that the world is now sufficiently enlightened to correlate the Industrial and Social activities to the end of Universal welfare.

Poverty, which is the opposite pole of Welfare, can be eliminated. There is little joy to an imaginary mind in the enjoyment of abundance, while other people are in want. The "HOT SHOTS" in the War of Poverty are offered as a stimulus to thought on the subject of Poverty. The Author realizes that each epigram could be developed into a chapter of a book. Editors who are running the HOT SHOTS in their daily papers, are elaborating them in the form of editorials, using the epigrams as texts.

If the reader finds his own imagination stirred, and thinks of points omitted from the book, and develops ideas that are more constructive than the statements here made, then the SHOTS have accomplished what was intended.

In any publication of social statistics the question of authority always arises. It is evident in a country growing as rapidly as ours, that statistical conclusions constantly change; what was a fact in 1900 or 1910 may not be a fact today. When not otherwise stated, the reader may know that the statistical statements I made were founded on the basis of the statistical reports of 1900.

TO THE SERIOUS READER: If the reader wishes to enlist in the War on Poverty, he can help distribute copies of the HOT SHOTS. They are sold at nominal rates in quantities, so that business men and other public-spirited readers can present them to friends, with personal compliments.

Correspondence concerning the wider distribution of the "SHOTS" should be addressed to the publishers.

EDWARD AMHERST OTT,  
Waukegan, Illinois.

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No 1

# Ott's Hot Shots.

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Produce more and waste less.



Smashing windows and destroying machinery will not make the world rich or happy.



Idle men do not make good buyers. Organize your industries on a year round basis.



All foolish enterprises divert labor from useful fields.



The spender of money has a big responsibility. He can divert energy from the farm to the merry-go-round.



The horses on the brewery dray will soon be earning an honest living on some farm.

The earth belongs to all of us. We must learn how to use it without friction.



Be a social citizen. Do something that is necessary.



We have too much social machinery. Why not simplify organization.



The lumber in bulletin boards would make good tool sheds.



When you deposit your money in a bank you want safety, not granite columns: Why pay for both?



A rat eats sixty cents worth of grain a year. There are millions of them. Get busy.



The man who makes a good rat poison is no cheap reformer.



Social citizens understand what the War on Poverty means. Others indulge in charity.

The demand for commodities would be steady if earnings did not fluctuate. Stability in the labor market is the need of the industrial world.



If earnings were constant, consumption, manufacturing and transportation would be constant. Why not just keep going?



Is it good social economy to lay off men with families to support, without cutting the pay of a \$100,000 a year corporation president?



Keep the wheels going: When men stop working, stores stop selling and factories stop producing.



You believe in individual effort? Go into a new country and see what you can do alone. What can you make?



The drain digger makes the sanitary plumbing possible. Team work makes the world.



Teach us, O Lord, to be good financially.

A strike may bring increased pay for the social group, but adds to the world's want.



All little reforms wait on the solution of the War on Poverty.



Married men should be paid family supporting wages.



It should never be necessary to hunt a job. Society as a whole should eliminate that waste of time.



We need a labor reservoir for surplus men. A perpetual source of supply and a perpetual market.



An industrial standing army would meet the need of surplus men. If made the engineering corps of the nation, it could be self-supporting.



How would churches be designed if the Divine Carpenter sat on the building committee?

The printing press is a great social institution: See the liquor signs.



Valparaiso University enrolls about five thousand students a year, and has no endowment. It is efficient, self-supporting.



"You can save money by buying your liquor at wholesale." Why not save all of it?



Support one good church in your community, and no more.



The money spent for diamonds in the United States in one year would pay the President's salary for thirteen hundred years.



Graduating a good farm boy into a poor lawyer is no economy.



Would Christ vote to build a three million dollar Cathedral in a city of slums?

It is not missionary work to sacrifice for a church that is not needed.



When all the nations have ample armies and navies, there won't be money enough left to fight over.



Maintain the community life of America; Let the big cities rear their own workers and pay for their education.



The small cities rear, educate, and then lose their young men. How long can they stand the drain? Ask New England



The soldier's uniform will be respected when the army is organized on an industrial basis: when it is a working army, not a standing army.



Christianity and competition are not compatible.



Inasmuch as ye have built cottages for the poor, ye have built temples for the Lord.

You could love your neighbors if you were working together for mutual benefit.

▼ ▼ ▼

You can't make a touchdown without team work.

▼ ▼ ▼

There are too many stores in the world. Waiting for trade does not solve the world's poverty.

▼ ▼ ▼

What is the heating, lighting, and fire insurance cost of the stores that are not needed?

▼ ▼ ▼

If stores stood in isolated squares, fire insurance would be cheaper.

▼ ▼ ▼

A straight street of stores is ugly, expensive, unnecessary.

▼ ▼ ▼

There is plenty for all, but some take too much.

▼ ▼ ▼

Duplication is the greatest social evil.

When every man has enough money invested to live on, who will feed the horse? Let the investment bankers answer.



So you made a fortune in real estate, did you brother? Where did it come from?



Tolstoi asked Jane Addams who supported her while she helped the poor.



If there were enough people employed helping the poor, we would all starve together.



One hundred million people, all helping, could make this country into a park in one year. Why not try team work?



Will Christianity ever be applied to wages?



Do you pay for two telephones in your city? How do you like competition?



When you buy useful things, you encourage useful production.

When you buy trash you set men to making more trash.

▼ ▼ ▼

When a man takes a dollar he did not earn, someone earned a dollar he did not get.

▼ ▼ ▼

"I have never seen the righteous forsaken, nor his seed begging bread."

▼ ▼ ▼

How many churches is your community supporting? Are all of them necessary in the Christianizing process?

▼ ▼ ▼

No enterprise can be called wicked because it is large.

▼ ▼ ▼

Would a central heating plant, burning trash, garbage, and cheap coal, cut the cost of living in your community?

▼ ▼ ▼

What is the cost of national advertising? Who pays for it?

▼ ▼ ▼

The cost of crimes, prosecutions, detentions, etc., is over \$600,000,000 a year in the United States. The courts and attorneys get a share of it.

The War on Poverty is in progress. The enemy is the waster, the loafer and the successful non-producer. The good soldier adds more to the national wealth than he takes.



If each woman at a charity ball wears a new gown which she does not need, how much poverty does each ticket produce?



If you hire twenty thousand farmers' sons to make automobiles at \$5.00 a day, how much do you reduce the cost of farm products?



There is no Christian reason why the Steel Trust Should not make all the steel for the United States. The question involved is one of profits, prices and wages.



We need a social inventor to tell us how to run this country without so much wasted machinery.



Do you know what conventions cost?  
Think about it.

Plant an apple tree in your back yard; eat an apple each day; they are cheaper than pills.



The bandit stole from the rich and gave to the poor. The brewer takes from the poor and keeps it all to get rich.



Inventors are our great emancipators.



Howe emancipated millions of white women from the slavery of the hand needle. Where is his monument?



The poor will never be cared for as long as millions live by artificial activity.



A great university furnishes board and room for its thousands of students at a price of two to three dollars a week. The high cost of living goes down under efficiency buying.



Dont let the \$ \$ \$ confuse you. Study the poverty question in terms of MEN and THINGS.

Produce, or you're a parasite and a cause  
of poverty.



Working hard for an unnecessary institution  
does not make you a producer.



Money is an irrigating stream. Diverting  
its wealth producing waters to play in private  
parks will impoverish the valley.



If you can't employ men by the year, don't  
try to be a business man.



May the Lord bless the managers of factories  
who cut the cost of production while  
increasing the wages of labor.



Business institutions must be lifted above  
the hazard line; but the greatest institution  
is labor, and it must be kept above the hazard  
line of sickness and unemployment.



There are over a million stores in the  
United States. Less than sixty thousand post  
offices are required. What's the answer.



Who pays for all the bill boards?

Who pays for all the beautiful catalogues  
that go into the waste-basket?



We are all consumers. How many of us  
are real producers?



There are two kinds of parasites--persons  
and institutions. All persons working for  
unnecessary institutions become parasites.



The wealth that comes from high prices  
or low wages can never be a blessing or a  
pride.



Show me what you are producing; I want  
to thank you for your social service.



A charty institution started three crippled  
beggars to selling fruit, papers and notions,  
in three separate stalls. Was this a solution  
in a city of many stores?



You pay your way freely, you never hag-  
gle, you plank down the money for your  
things. Now, what things do you plank down  
for your money?



The gambler wants something for nothing.  
He is a thief without the gun or the courage  
of a highwayman.

A philanthropist collected millions of unearned increment on real estate, and gave them to a college. Who paid his board while he was living?



The causes of poverty are individual, biological, and social. The preventives must correct all of these or fail of results.



It took nature thousands of years to develop a forest, the lumber king "cashed it in" to society in one generation. Was that constructive industry?



To cure the disease of poverty one hundred million of Americans must learn to hate individual and social waste. You can enlist now



Many strong well-trained minds are busy getting and taking care of money instead of producing the things we need and desire.



The man who takes more than he gives is one of the causes of the world's misery. May he see the misery he creates.



Mr. Philanthropist: The way to give away money is to stop taking it.

When seventeen boys drive seventeen milk wagons down one street, sixteen boys and sixteen horses are taken from producing farms and the price of milk goes up. Duplication is wicked in a land of hungry babies.



Mr. Advertiser: Your electric sign is a wonder, but if you would put the same number of bulbs in homes and pay for the light of your customers they would draw you more trade and stop a great waste. Try it.



At what price should a Christian sell a typewriter that cost \$17.00 at the factory.



The democratic way to distribute a fortune is the Henry Ford way.



There is no one cause of poverty. There are several ways to die. Even a rich man can die poor. A man may inherit wealth and achieve poverty, or his wife may automobile him to it.



Your son had better be a tramp than the president of an unnecessary bank. It would cost society less to feed him.

The man who has the tuberculosis of special privileges cannot be expected to hustle for his living and be a self-respecting competitor in an open field. He is sick. Just remember that. He is sick. Why not give him a rest cure at Leavenworth, Kan., or Atlanta, Georgia?



The middleman is a necessity, a useful unit in the division of labor. The middlemen are the wasters.



Many a prosperous man is a superfluity. You can drop him and his institution into the sea and miss him no more than you would a tramp.



If a high class piano can be manufactured for \$85.00, how much should it cost in the open market?



One school superintendent is a necessity. Two would be a waste. One druggist in a community is a necessity. If there are two, one is superfluous.



Brother, do you suppose for a moment that Christ would sanction the religious architecture of today in a state that has no widows' pensions? Do you? Well, guess again.

Money is a vehicle of exchange. Dollars are freight cars to bring you what you want. You want things. Now, we pay more attention to the cars than we do to the freight. Think of the cost of banking, accounting, bookkeeping.



Lord save me from Poverty, but let me suffer Poverty rather than cause the Poverty of another.



No man can pay for his necessities or luxuries with money. He may pay liberally with money and still render no service.



The Middleman is a necessity, but Middlemen are wasteful duplicates.



In a church where the minister of the gospel is paid \$15,000 a year, how much should the janitor receive?



When little is produced, there will be little to distribute. There is little unearned increment in a dead town.



When 100,000 laborers strike, they increase the cost of living to all other laborers. The world is not to be made rich by stopping the wheels of industry.

Some people are born incompetent, cripples or imbeciles; the rest of us can take care of these and do.



The incompetent and paupers and imbeciles are housed, clothed and fed better than many a laboring man.



Some people are born competent, but live incompetent lives. It costs a lot to keep people who have high tastes and produce nothing.



Wheat and corn are not expensive. Breakfast foods are. You pay for the carton, the advertising and trade mark.



Has Christianity an answer for the victim of high prices?



A doctor's advice is cheaper than six bottles of patent medicine for \$5.00.



Fresh air, exercise and good food are cheaper than a room in a hospital.



It is estimated that the cost of sickness in the United States alone is \$2,000,000,000 a year. Health helps to eliminate poverty.

A good apple tree will bear fruit for fifty years; plant one in your back yard.

▼ ▼ ▼

Utility is also beautiful; fruit trees are beautiful twice a year.

▼ ▼ ▼

The other fellow wants to live too; give him a chance.

▼ ▼ ▼

In a land of slums, how much space should a Christian use for a private park?

▼ ▼ ▼

Dear Madam: The colors in your \$2,500 rug are beautiful. Your husband's clerks paid for it out of their low wages.

▼ ▼ ▼

Don't thank your husband for that diamond necklace. Your husband's clerks wear black on six dollars a week.

▼ ▼ ▼

Dear Fellow: Your father left you sixty Million Dollars. Strut! You are a great man.

▼ ▼ ▼

The moment you stop working you are one of the causes of poverty. Please remember; keep going.

▼ ▼ ▼

The man who cannot set himself to work should not damn the man who gave him a job.

You are "doing well?" Whom do you do?

▼ ▼ ▼

We support one store for every ninety people. Can we afford it?

▼ ▼ ▼

A millionaire may not be a sign of prosperity, but a cause of poverty.

▼ ▼ ▼

Is any city rich enough to let a valuable school building stand idle all summer?

▼ ▼ ▼

Why use a \$100,000 school building only six hours a day? Ask Gary, Indiana.

▼ ▼ ▼

Is it economical to use church property only eight hours a week?

▼ ▼ ▼

You cannot destroy White Slavery until all men of marriageable age have a home supporting income.

▼ ▼ ▼

Every nation needs a reservoir of surplus and supply of labor. Why not try an industrial army organization?

▼ ▼ ▼

Hating the rich will not overcome poverty. Think of getting plenty for all.

Food is high and land is dear; fences occupy a lot of land space.



When money changes hands nothing is lost. When men are idle days are lost.



Four gamblers pass money to each other all day. What is the economic loss?



Foolish labor is as wicked as idleness.



It required 365,000,000 days of labor to erect the pyramids. Egypt needed a modern captain of industry to direct her labors.



Intelligently directed ignorant men can build a palace; left alone they starve.



On next Sunday, think out a way to lessen the world's poverty.



Genius invented a reaper; the peasant dropped his sickle and sprang onto a spring seat.



Jim went to the city to work and Harry went back to the farm; they could have saved two railroad tickets.

"Mr. Efficiency Engineer," bring that \$50,000 a year president back from Paris and set him to work.



"Capital must be protected; it must be safe." How long must one dollar keep on reproducing itself? Does Capital never die?



A man earned and invested some money. A fifth generation is still loafing on the income. Is investment immortal?



Pension every widowed mother according to her needs.



God give us men who can think solutions and save us from men who bring strife.



"Investment must be protected." Sure; charge the earnings up to the washerwoman.



Scientific salesmanship is the ability to sell three dollars' worth of books for sixty dollars. Ethics—?



Rich men are ashamed of their wealth. They are ashamed to tell the amount even to the assessor.

A woman debauched with vanity can keep any man poor.



Constantly changing styles keeps Jack on the tread mill.



Capitalizing woman's vanity isn't quite as dignified as reaping wheat.



Pray Congress to establish an Industrial Commission of Experts to supply employment for all idle men.



Mr. Merchant, your store is more beautiful than the homes of any of your customers. Do you sell fixtures or merchandise?



The moment you stop patronizing the shooting gallery, the proprietor will begin to produce.



Men work at foolish things because we ultimate consumers pay them for it.



Three moves cost as much as a fire. Stay where you are.



Some day we will pay our teachers more and our brewers less.

Some day we will plant more acres to corn  
and fewer to poppies and tobacco. China  
set the pace.



There is no profit in the time of idle men.  
Lord of nations, teach us how to avoid strikes.



Some day we will pay our preachers a liv-  
ing wage.



Some day no widows will be in want.



Some day the father of a big family will be  
paid not only for his work, but for supporting  
the workers of the future.



Some day the man who makes an auto can  
own one.



Some day men will be proud of their work  
and not of their wealth.



We have the wealth, resources and intelli-  
gence to eliminate poverty from this world.  
Where are the leaders?



Reformers, let us have team work. No more  
side issues, no more tariff debates; get to the  
point.

It is Sunday. Take an auto ride; drive your wife and daughter past the homes of all the people who work in your factory. It will be a good sermon.



When 325,000 men were out of work in New York City, Tiffany still had customers. Jewels are not a necessity in the land where there is hunger.



Medals for the heroes. Give one for the boy who raises the best crop of corn or wheat.



Medals for the heroes. Give one to every man who helps to feed us.



Medals for the heroes. Give one to every engineer with his eye on the long iron trail.



Medals for the heroes. Don't overlook the conductors and brakemen and switchmen.



Medals for the heroes. Don't forget the men down there in the mines. They keep you warm.



Medals for the heroes. Give a large one to the section hand who keeps the track in order.

Medals for the heroes. Give one to the organizer of industry and a scourge to the loafer.



Medals for the heroes. When you are distributing the medals to the inventors, give one to the inventor of new ideas.



Medals for the heroes. Give a wooden cent to the peanut stand reformers who fuss over little things while an army is idle.



Eat your meals this week in the restaurants of your employees. You will no longer wonder at their inefficiency.



My dear brother, you made a big subscription for the church today; where did it come from?



Establishing endowments is a big responsibility. The future generation may want to do its own planning.



The man who endows an institution gives it nothing but the right to tax industry to the end of time.

Plenty for each before extravagance for anyone, is the motto for today.



An endowment is an indirect tax imposed by individuals. The income is from going concerns.



The reaper freed millions from the slavery of the sickle. Now who will invent an automatic store?



Note the number of conventions this year and count the cost. Are they a loss or a gain? Can't we do more business by mail?



A man saved fifty years to keep up his life insurance; then the cemetery association, the undertaker, the granite man, the livery man, and the florists got the money.



You are an employer of labor; do your employees believe in God? Look for them in your church next Sunday.



Mr. Manufacturer, your factory is beautiful, your machinery is wonderful; now show me where your human machines live. I want to see all of your equipment.

When business men organize a cemetery association, a man who loves his family can't afford to die.



A widow's grief is about the easiest thing to capitalize. Go into the Mausoleum business; widows are easy.



Mr. Manufacturer, I congratulate you; your products go to bless millions of homes; you are a good soldier. Go to it.



"Let him that would be greatest among you become the servant of the least." Sell to the millions at a lower profit.



Sister, your duty is to refuse every luxury until every employee of your husband has all of the necessities of decent living.



One case of Vice: Brothel, Disease, Wife, Hospital, Surgeon, Divorce, Alimony, \$50,000. Does it pay?



The price of drink is the loss of a job.



You can prevent a lot of poverty by preventing sickness.

The cost of vice is paresis.

▼ ▼ ▼

You can prevent a lot of sickness by living decently.

▼ ▼ ▼

Some city was unclean and Wilbur Wright died of typhoid fever. What did the city council cost the world?

▼ ▼ ▼

The store keeper who cannot pay decent wages is trying to run a store that is not needed in his community.

▼ ▼ ▼

The brothel fills the hospitals; the surgeon cashes in. "How long, O Lord, how long?"

▼ ▼ ▼

Let every criminal pay the cost of his trial working on the roads.

▼ ▼ ▼

If the criminal doesn't like the "straight and narrow way," let him make a broad, smooth highway. Good roads.

▼ ▼ ▼

Make vagrancy a special social crime. Organize a vagrant squad for useful production. Crime would practically cease.

▼ ▼ ▼

A wise spender maketh a glad husband.

An economical wife maketh a rich husband.



Have faith today that poverty can be overcome. What Henry Ford has done is a mere hint of the future.



About four per cent of our population are constantly sick. Would pure food and sanitation pay?



Six weeks of typhoid fever will keep a laboring in debt for a year. Flies.



“Safety First” is a good shot in the war on poverty.



Every sane man should help to lift the world above want.



The Y. M. C. A. is open seven days in the week. It gets support because it serves.



Get that phrase “The War on Poverty” in your heart. Enlist. It is the greatest fight in history.



I see “a new heaven and a new earth,”—a land in which none shall want for the necessities of life.

In the War on Poverty a good mechanic is a better soldier than the average reformer.



The Parcel Post brought a little relief here and there.



Just plain ordinary ignorance is in the way of all reform. Think of Mexico.



It costs much to raise children. If they die before the producing age, they spell a financial loss. Conserve life.



Healthy, happy, growing, learning children are our greatest asset.



On next Sunday think of the poverty that drunkenness, sin and vice cause; then work for righteousness in God's world.



Concentrate attention on homes, schools, churches and human lives, not on finances, banks and dividends.



Show me where your workers live. I know employers have good houses; they handled the money first.

Give each man in Mexico some land and war will cease.



The regional banks will stabilize credit in the United States; now establish regional reservoirs for surplus and supply of labor.



The hazards of unemployment should not be borne by the individual or one industry. It should be spread like a fire hazard.



It is wrong to breed more children than we can house, educate and make happy.



The cause of labor will never be won by strike committees that hold their meetings in saloons.



The father who earns \$600 a year can't be a great waster.



The public schools in the United States in 1910 cost only \$427,918,465. That's economical.



Life insurance premiums in the States cost in 1912 \$623,343,089.



The tobacco consumption in the United States in one year amounts to \$645,198,394.

There were smoked in the United States in one year 7,355,199,103 cigars.

▼ ▼ ▼

Over eleven billion cigarettes were consumed in the United States in one year.

▼ ▼ ▼

When the liquor traffic is destroyed, we will see what remains to be done.

▼ ▼ ▼

The average yearly wage of 6,615,056 workers was only \$518 in 1910.

▼ ▼ ▼

Italy uses 92 per cent of her geographical area for cultivation.

▼ ▼ ▼

The United States uses but 25 per cent of her land for productive purposes.

▼ ▼ ▼

The average wheat yield of the United States is 13.8 bushels per acre, 1910. Germany's was 28, Great Britain's 32.2 per acre.

▼ ▼ ▼

The man who raises less than 200 bushels of potatoes per acre is a waster.

▼ ▼ ▼

Most of the hospitals would be empty if we could stop drunkenness, vice and sin.

The farm products of the United States are worth about \$9,000,000,000 per year.

▼ ▼ ▼

It costs as much to sell farm products as to produce them—about \$9,000,000,000.

▼ ▼ ▼

How many times a day do you need to be brushed. Ask the millionaire who owns the hotel.

▼ ▼ ▼

I once offered a tip to a hotel proprietor. He felt insulted. Why?

▼ ▼ ▼

We cannot eliminate poverty until you eliminate yours.

▼ ▼ ▼

It isn't fair to expect society to do for you what you should do for yourself. Hustle!

▼ ▼ ▼

Who is going to win "The War on Poverty?" You are---or we are whipped.

▼ ▼ ▼

We need something more than Christian men. We need Christian banking, Christian merchandising, Christian feeding, and Christian housing.

▼ ▼ ▼

Old age pensions are a mighty human makeshift.

You want to feel safe with an assured income. Then the folks who are paying that income are bearing your hazards. You are a good sport?



Pensions for the unemployed are a loss. Employing the unemployed is good business.



Farm the unused land with vagrants and cut the cost of living.



A congress made up of constructive industrial experts could start all the wheels of industry within six weeks. The way to make the world rich is for all to be busy. Let the government employ the surplus and give private business a chance to breathe.



In war we execute the traitor. Stand up, you waster, here is a shot for your brain.



The money spent for ugly tombstones would make a fund to care for our memorial gardens forever.



Who is back of all the ugly memorial monuments? Is there a grief trust?



Why not spend memorial money significantly?

Lincoln's tomb should have been a College for Colored Boys.



The next exposition should erect permanent buildings for social service.



Spend your memorial money on something the departed loved; not on granite and livery rigs.



If great minds are selfish, what can you expect from ignorant people?



Church architecture should set an example; it should express the "Inasmuch Doctrine."



Coca Cola cannot save the world from poverty or sickness. "Keep the change."



Eating at home is cheaper than in a drug store.



You can't eat decorations; go to the cafeteria.



Tip, tip, tip, tip, tip, tip, tip, tip, tip. "Keep the change," yourself.



The big advertisers are responsible for a lot of yellow journals.

A newsboy deposited seven hundred dollars worth of pennies in a bank. The President speculated and the boy lost his money. Is Wall Street a Christian institution?

▼ ▼ ▼

When strikers and soldiers clash, two armies are unproductive.

▼ ▼ ▼

When men strike, the Consumer pays.  
Stop it.

▼ ▼ ▼

In twenty years half the store buildings will be idle or used for other purposes.. Stop building or you lose your money.

▼ ▼ ▼

The highest priced dog in the world is the Victor pup. "Listening to his Master's voice."

▼ ▼ ▼

The consumer pays more for trade marks than for breakfast food. "There is a reason."

▼ ▼ ▼

You can buy a bushel of cracked wheat for a dollar. Bedeviled, becartoned, betrade-marked, it costs seven dollars.

▼ ▼ ▼

"Uneeda" hunch; buy in bulk, not by the bulletin board.

The inventor has freed woman from the hand loom and the needle, from the broom and hand washing, and hand ironing. She will have to free herself from bankrupting vanity.



Kindling wood is expensive if you buy it with the select apples. Buy your fruit and kindling wood separately.



Cartons and ribbons cost more than the chocolates; why not eat the box?



Sell me a shaving stick without the box. My supply of boxes is ample and needs no "improving."



The most expensive luxury for the consumer is the trademark.



The world creates a huge mountain of things each year. The good citizen throws on as much as he takes off.



It would pay the state to hire doctors to teach health habits. Brains at any price are cheaper than drugs.

When the U. S. Congress spends ten billion dollars a year wisely, we will have prosperity.

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Small factories cannot produce economically; big enterprises are cheaper.

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The per capita cost of the Panama Canal is very little. The tobacco bill would pay for the Canal in one year.

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Our best educated men are needed in useful industry. How many are useful now?

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Taxes are our economical expenditures. Each gets the benefit of all that is spent.

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You can't own much of a park individually, but through your taxes you can own a beautiful one.

▼ ▼ ▼

To plant financial hope in the laborer's heart is one step toward efficiency.

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A thousand families can have a good school by pooling their taxes. That is team work.

It is not economical for each man to work alone.

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The last slavery is the slavery of usury. Sickness and death do not interfere with interest.

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Don't get confused with abstract arguments. Think in terms of service and things.

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Most of all we need social machinery to meet the social waste of incomplete organization.

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All governments should establish a labor stabilizer to take up slack and provide the emergency supply of men.

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We pay for much we do not want to get what we do want. Study distribution for a year and then enlist in the War on Poverty.

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It is more important to keep labor busy than to stabilize credit.

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When men are earning they are spending and trade itself establishes and stabilizes credit.

A man drew dividends and bought his sister a French count; then he tried to sell railroad bonds to the public. Why didn't he buy the bonds?



It is not wise for a successful soap factory to endow a mendicant charity.



We can't afford to let any real scientist or inventor waste time looking for equipment or money.



Real social servants should be rewarded while alive for efficiency's sake.



The ultimate consumer pays all wages, dividends, and losses. Who represents him during a strike?



The pirates also sailed ships, looked like sailors and carried cargoes. They looked normal.



It is still easy to sell blue sky. Invest your money sanely.



The hand that holds the family purse is the hand that rules the world.

Women should understand economics if men do not.



Every time a man is compelled to tip a Pullman porter, another vote for government ownership is made.



Mr. R. R. President: If you use enough water you will float your road into the government harbor.



An employer said, "There are two sides to every strike question." Yes, and one more —the consumer's."



When Mexico becomes civilized enough to stop fighting, it will hurt the Krupps in Germany. Too bad to spoil good business.



You bought a diamond in Chicago and paid a black boy's wages in Africa. Trade influences are international.



If you stop buying jewels, the boys in the Kimberlee mines will go to farming.



Mr. Edison, the world salutes you. You are our servant.

Adolphus Busch went to his last resting place under \$100,000 worth of flowers. Did the drunkards' widows pay for them?



The soldier in the War on Poverty must dramatize on a world's stage; the pearl diver in the Indian ocean is working for Tiffany.



My Dear Lady: Your necklace is beautiful; the boy who dived for the pearls was once a useful sailor.



No business that requires secrecy on costs and profits is Christian.



Oh, you pay for your luxury, forgive me. I did not know that you were a producer.



Even under a high protective tariff, a fire would be a loss and a debauch wasteful.



Legislative schemes can't bring a victory in the War on Poverty, but sanity and righteousness can.



Christian mathematition asks: If a plumber gets \$6.00 per day, what is he willing to pay the cobbler per day?

If a carpenter earns \$5.00 per day, what should Jim's teacher get?



If a distiller saves \$3,000,000 in a lifetime, how much should he pay for his funeral sermon?



Keep your self-respect, accept nothing without giving full equivalent for service.



Even Christian people invest in fine architecture before they build cottages for the poor.



The glory of a state is not in its \$12,000,-000 capitols, but in its cottages.



Even under socialism, a nation could drink itself into poverty.



In our complicated society, a man may rob the poor and not know it.



Henry George is well known in Canada and England. In the United States his "message for men" goes up in smoke.

A man may do long distance stealing in modern society and so rob people he has never seen.

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A poor crop in Iowa may close a mill in Massachusetts. We are one people.

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Behold the "Good Fellow;" "Keep the change." How does he get it?

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The sport is a "good fellow" but he never planted a white rose on his mother's grave.

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The gold of the world is hoarded in huge piles of sacks in steel vaults. What good does it do to mine it?

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Don't forget, brother, that ignorant men would spoil good land even if it were free.

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You have discovered the greatest gold mine in the world. Forget it and go to work.

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If you take 1,000 men from productive labor and open a new gold mine, you make the world poorer, not richer.

We need gold back of our paper. No, not now; we will use commercial paper for security in the future.

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The wealth of the nation will be back of the new currency when the new regional banks are in operation.

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It looks now as if we would have a scientific money some day.

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If you want prosperity, force the vacant land onto the market and into use. The unused land should be taxed twice as high as the productive farm.

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On next Sunday pray not to become a good man individually, but to be a good social citizen.

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The earth and the fullness thereof do not belong to the gambler. The Single Taxers are thinkers at any rate.

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Think, work, love, hope, pass the word along.

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The man with the greatest intelligence should act as the social example.



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